

Appendix C
Pricing Index
Wilbur L. Anderson, Inc.
DIR-TSO-2711

Manufacturer/Product Line/Product Category	DIR Customer Discount
Hardware	
Western Towers Data and Communication Towers	20.75%
Thermo Bond Protective Shelters for Hardware & Devices	20.75%
GFRC Protective Shelters for Hardware & Devices	20.75%
Lone Star Shelters for Hardware & Devices	20.75%
Tessco Shelters and Cabinets for Hardware and Devices	20.75%
Tessco Antennas, Coaxial Cable, Connectors, Hardware	20.75%
Comprod Antennas and Accessories	20.75%
Tessco Surveillance Hardware	20.75%
Western Towers Data & Communication Lease Towers	20.75%
Accessories	
Tower Site Compound Hardware and Related Devices	20.75%
Maintenance	
Data and Communication Tower Foundation Installation	20.75%
Data and Communication Tower Compound Installation	20.75%
Data and Communication Tower Accessory Installation	20.75%
Data and Communication Tower Erection Services	20.75%
Data and Communication Tower Maintenance Services	20.75%
<i>* All catagories above will be Western Towers Brand</i>	
Technical Services	
Engineering Services for System Reliability	20.75%
Sweep Testing and Data Analysis for Antennas and Lines	20.75%
Data and Communication Grounding Analysis	20.75%
Data and Communication Tower Inspections and Analysis	20.75%
Data and Communication System Enviromental Assessmnts	20.75%
Antenna/Microwave Path Alignment Services	20.75%
<i>* All catagories above will be Western Towers Brand</i>	
Accessories	
Tessco Data and Communication Tower Accessories	20.75%